

Message Text

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PAGE 01 ACCRA 08794 021133Z

22R

ACTION AF-08

INFO OCT-01 ISO-00 ONY-00 /009 W
----- 081977

R 020810Z DEC 76

FM AMEMBASSY ACCRA

TO SECSTATE WASHDC 5523

INFO AMEMBASSY ABIDJAN

AMEMBASSY LAGOS

AMEMBASSY LOME

AMEMBASSY OUAGADOUGOU

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EO 11652 NA

TAGS: GH EAR MASS XY

SUB: LOCKHEED REP CONTINUES TO PUSH AIRCRAFT SALES

REF: STATE 286693

1. LOCKHEED MARIETTA REP. MCRAY HAD MEETING NOV 30 WITH
CHARGE, VISITING AF/W DIRECTOR SMITH, E/C COUNS, AND
DEFATT TO BRIEF THEM ON HIS 2 DAY VISIT TO GHANA.

2. MCRAY SAW NEW AIR FORCE COMMANDER, BRIG, BOAKYE, NOV
30, AND AT LATTER'S REQUEST LEFT HIM MATERIAL ON L-100-20.
BOAKYE HAD LITTLE TIME, SAID HE WOULD STUDY MATERIAL, AND
SUGGESTED MCRAY MAY WANT TO RETURN AFTER NEW YAR.

3. MCRAY REPORTED TO EMBOFFS THAT HE HAD HEARD BY
PHONE FROM HIS COLLEAGUE, JOHN BEAVERS AT LOCKHEED
MARIETTA, THAT DEPUTY ASSIT. SECY. SEELYE "HAD APPROVED
FMS CREDIT FOR A C--130 FOR GHANA"--PRESUMABLY BASED
ON INTEREST BY BOAKYE'S PREDECESSOR, BEAUSOLEIL. MCRAY
WAS TOLD THAT IN UNLIKELY EVENT THIS HAD HAPPENED
EMBASSY WOULD HAVE BEEN NOTIFIED, AND IT HAS NOT BEEN.
HE WAS FURTHER REMINDED OF GHANAIAI EXCHANGE AND
GENERAL ECONOMIC CONSTRAINTS AND THAT THIS BODED VERY
ILL FOR FMS OR INDEED ANY OTHER U.S. CREDITS FOR C-130,
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L-100, OR SIMILAR AIRCRAFT. EMBOFFS DOUBTED THAT

GHANA HAD ANY REAL NEED FOR THIS TYPE OF AIRCRAFT AT THIS TIME.

4. MCRAV WILL, HOWEVER, CONTINUE AT LOW LEVEL TO PURSUE HIS PERCEIVED MARKET HERE, AS WELL AS IN IVORY COAST, UPPER VOLTA, "EVEN TOGO,"-AND WHEN THE PAYOFF SCANDAL PRESSURE IS OFF--NOTABLY IN NIGERIA.

5. MCRAV SAYS HE INTENDS TO TELEPHONE AF/W-MCGUIRE UPON MCRAV'S RETURN TO U.S. DEC 3.
LINEHAN

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